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Vol. XCIV, No. 3 NEW YORK, July 20, 1918 WHOLE No. 2424

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The Publishers' Weekly

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BOOKMEN ON THE LAWN AT THE HI

AT THE HINSDALE GOLF CLUB, CHICAGO, CELEBRATING THE ELEVENTH ANNUAL FIELD DAY, JULY 9, 1918

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

July 20, 1918

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

CHRISTMAS GIFTS IN WAR TIME

THERE are probably few retail businesses that would be more affected by a complete curtailment of Christmas gifts than would bookstores. If a campaign to eliminate giving is to be launched this fall by the Council of National Defense, the book-trade is indeed faced with a most critical situation. There are many reasons for thinking, however, that such a move will not be considered a good war measure when the pros and cons have had an open discussion.

American giving has already been greatly modified by four years of war, and the one war Christmas of our own showed that the people were largely using Christmas, not as an occasion for unmeaning and useless exchange of presents, but as the supreme, great opportunity of the year in which to increase the morale of the great nation behind the army. If there *was* any sign of needless waste and careless buying, it was little in evidence, and there never has been a year when messages of cheer and tokens of friendship meant so much to each recipient.

The gifts exchanged were largely for pure utility, in which case there is of course no extra strain put on the manufacturing resources of the country; or gifts of cheer and inspiration, which the nation could better afford to subsidize than suppress; or they were of the great class of presents to the children, the giving of which is the joy and comfort of the world.

With war conditions society is under peculiar mental stress. Families are separated not only by the hundreds of thousands in the army but at home by the shifting of industry and by special war work. Christmas is the time when a message from one to another means family ties maintained, friendship sustained, and flagging spirits roused. Many old people are feeling the sadness of seeing old ties broken, and swift and confusing changes taking place; for these the Christmas messages will be the bright encouragement of the winter.

The bookstore has been peculiarly the place where gifts suitable to the times could be found, gifts that can compass usefulness, cheerful diversion, knowledge of the war, or inspiration to more effort. The country can little afford to forego the value of such giving.

Publishers have for two seasons been shifting the direction of their production and booksellers have been changing the character of their stock to fit these war time needs. If the soldiers are better off for the distribution of three million books to the trenches and camps, the morale of the people at home cannot but be strengthened by the giving of a few hundred thousand volumes at the time when diversion and cheer will be so much needed.

No business to-day can demand recognition from war boards except for the actual present day value of its activities to the nation. The publisher and bookseller are a national asset in the time of stress and of reconstruction, and this year will give full proof of that claim.

THE war has done more than change the present. It has forced the consideration of the future on a scale never before attempted. England, France and Germany are already formulating comprehensive programs of national reconstruction which include transportation, industry, housing, health and education. A bill providing for the creation of a commission on reconstruction has already been introduced in the Congress of the United States. In supplying the material for such constructive work the American publishers will have an important part to play and that they are planning to meet the demand for books in these fields is shown by many recent announcements.

That the American public is interested in this great after-the-war problem is evidenced by their demands upon booksellers for books on reconstruction. The distribution of such literature will materially assist the American people in their constructive endeavors after the war.

ANNUAL FIELD DAY

One Good Time

The Bookmen's Eleventh Annual Field Day at Chicago was held again at the Hinsdale Golf Club on Tuesday, July 9th. The 8:40 on the C. B. and Q. R. R. carried a record breaking crowd in spite of the general conditions which some predicted would cut down the attendance. One hundred and three happy fellows made the day one to be well remembered for some time. Every time Field Day is held at Hinsdale the weather man is kind and considerate, and Tuesday was no exception.

The main event of the morning was the annual baseball game between the representatives of the East and the West. The West again carried off the honors, winning by a score of 8 to 3. In fairness to the East, however, it might be said that a little better support to the work of their pitcher might have changed the results.

The box score of the baseball game follows:

WEST	R	H	E
J. M. Youngman, r.f.	1	2	0
E. T. Sargent, s.s.	2	2	1
B. Feldstein, 3b.	0	1	0
Ed. D. Schlamm, p.	1	1	1
W. J. Sanford, l.f.	1	1	1
J. H. Springer, c.f.	1	1	0
L. Black, c.	0	1	0
L. B. Archer, 1b.	1	0	2
M. A. Hansen, 2b.	1	1	0
	8	10	5

Ralph B. Henry, Mgr.
E. D. Schlamm, Captain.

EAST	R	H	E
Floyd H. Nourse, s.s.	0	1	0
D. L. Macrae, c.	1	1	1
Arnold H. Munk, 2b.	0	0	1
Harry P. Burt, p.	0	1	0
Frank L. Bates, 1b.	1	0	1
H. R. Drake, r.f.	0	0	0
Ben Spero, l.f.	1	0	1
J. L. Crowder, 3b.	0	0	0
Alexander McKay, c.f.	0	1	0
	3	4	4

John R. Fraser, Mgr.
D. L. Macrae, Captain.

West	0	4	2	2	0	—8
East	0	0	1	1	1	—3

Struck out by Burt, 7; by Schlamm, 3.
Home run—Sargent.
Jack Fraser took Ben Spero's place in left field at the end of the second inning and succeeded in scoring a run for the East in the fourth.

NOTES OF THE BALL GAME

Marty Hansen looked like a licked kid when the ump sent him to the side lines for camping behind the catcher where he had evidently been getting a line on the opposing pitcher.

Harry Drake got down to the second all right, but he 'ain't' no sprinter.

Munk caught the balls O. K. but he wondered what to do with them for a minute or two.

David McKay would certainly have been proud of his boy Alec, had he seen him make that pick-up in deep center.

Jack Fraser, manager of the East, proved conclusively that while he is a good comedian, he is a poor ball-player.

Ed. Schlamm pitching for the West, got nothing over but highballs. The East wonders how he won.

Leon Archer, first baseman for the West, has all the form of a class C League player.

Billy Barse's rooting on the side lines was pro-Western in its sympathies.

The professional baseball suits—24 of them—certainly did accentuate the physical beauty of the players on both teams.

After luncheon, the various events were held. The Indoor-Outdoor Ball Game was a mixed event and developed the remarkable score of 24 to 22.

RESULTS OF THE CONTESTS

Golf, "Blind Bogey"—Prizes, two silver cups. 1st, won by W. J. Scott; 2nd, E. T. Sargent.

Pinochle Contest—Prize, cane—won by L. M. Levy.

Fat Men's Race—Prize, cane—won by W. J. Barse.

All-Fours Race—Prize, belt—won by Joe Greene.

Sack Race—Prize, cane—won by B. Feldstein.

Potato Race—Prize, belt—won by Jack Mullen.

Golf: Approaching and Putting Contest—Prize, silver cup—won by Ben Hitchens.

Golf: Putting Contest—Prize, silver cup—won by Harry Burt.

THE DINNER

F. K. Reilly, of the Reilly & Britton Co., presided as toast-master, and before the consommé, proposed a toast to the President of the United States, and the Army and the Navy. This toast was drunk standing and from that time forward the evening's program showed a trend of patriotic feeling. Sparkling Hinsdale spring water cleared everybody's throat for "America," which was immediately sung.

Fred Nunan suggested that all who had sons in the service stand up, and a few rose. As a tribute, the remainder of the boys sang "America, Here's My Boy."

Floyd Nourse led in a few toast songs, following which came a song by Phil Coates with chorus, to Louie Levy, winner of the Pinochle Contest.

LOUIE LEVY

(Air, "Ben Bolt")

Oh, don't you remember Lou Levy, Bill Barse?
  Lou Levy so shy and refined,
Who kicked like a steer
  At the Field Day last year,
'Cause he left all his money behind.

Now, Abe's a sport as you know, Bill Barse,
  And he don't care a —— for the coin,
But he does hate to lose
  When the baby needs shoes
And there's thrift stamps and diapers to buy.

The Chairman then, referring to Mr. Scott and Mr. Greer, representing the Canadian firms and in a sense representing Canada and the Allies, paid a tribute to the Canadian

ANNUAL FIELD DAY—*Continued*

soldiers and their part in the war. In conclusion, he presented the first prize of the "Blind Bogey" Contest to Mr. Scott.

At this point, Chairman Reilly read a telegram of regret at not being able to be present from John H. Hopkins, and also a short letter from Jean Summers.

Mr. L. B. Vaughan was then called upon to present the cane to Mr. Barse, winner of the Fat Men's Race. In doing so, he claimed Barse got a two-yard start enabling him to win.

The chorus now sang a parody on the "Long, Long Trail" entitled "Nunan's Lament."

NUNAN

Nights are growing very lonely,
Days are not the same,
I am daily growing older—
Cannot play the game.
I no longer have my cunning,
It has gone astray.
If I could but pull my old tricks,
I would win in the old time way.

Chorus.
I'm a long, long time drawing aces
Into a hand that will win.
If they'd only feed me fat enough,
I'd gather in their tin.
But these long, long nights of waiting
Are as a nightmare come true,
And still I sit and lose and lose,
Despondent, glum and blue.

Mr. Macrae then presented Joe Greene with a belt for winning the All-Fours Race and, in so doing told of the coaching Joe had received from Bud the Monkey, which few of the boys will forget.

James Crowder was called forward to present the cane to Mr. Feldstein, winner of the Sack-Race.

"It now seems time," said Mr. Reilly, "to pay some attention to our good friend, Mr. Brewster." And the chorus sang the following to the air of "Smile, Smile, Smile."

SMILE

Pack up your samples in your old hand bag
And smile, smile, smile.
When Eddie Brewster puts it over, boys,
He thinks it is worth while.

What's the use of arguing,
It never was worth while.
So pack up your samples in your old hand bag
And smile, smile, smile.

Jack Mullen was next called upon and in a witty manner presented Al McMullen with the prize for winning the Potato Race.

Ben Hitchens and Earl Sargent were then given their cups; following, Joe Greene sang the new version of "Solomon Levy" to Ed. Schlamm of The Boston Store.

SOLOMON LEVY

His name is not Solomon Levy
But his store is on State Street.
That's where you will find the "Jobs" and "Junk"
And everything else that's cheap,
With second-handed Rubaiyats
And Edition de Luxe that's fine.
All the boys that try to sell him
Have a H—— of a time.

Oh, Eddy, the buyer,
Tra, la, la, la, la, la,
Poor Eddy, the buyer,
Tra, la, la, la, la, la, la, la, la, la, la.

His name is not Solomon Levy
But his store is on State Street.
That's where you will find the "Jobs" and "Junk"
And everything else that's cheap,
With second-handed Rubaiyats
And Edition de Luxe that's fine.
All the boys that try to sell him
Have a H—— of a time.

Herbert Gould delivered an impressive little address in presenting the cup to Harry Burt, winner of the Putting Contest. This closed the presentation of the prizes and Chairman Reilly now called for the real speakers of the evening, Mr. Will Donohue being the first to respond. His talk was filled with pathos, patriotism and humor.

Mr. Reilly then calling attention to the fact that his name was like those of the Emerald Isle, proposed to call on all of the Irish present, saying he might not have another chance. Mr. Fred Nunan then responded in a most patriotic way, treating of many questions of the war, maintaining that we must endure, and that above all we must encourage the government.

Mr. J. J. Mullen then sang a song, a parody on the "Lost Chord," to Mr. Nunan.

LOST CARD

(Words by Brent Vaughan)

Seated one day at the table
I was playing to beat the band.
The cards were coming poorly,
And I had a rotten hand;
But I melded a hundred aces
And it looked like a decent chance.
But old Fritzie pulled an extra King
Which he concealed in his pants,
And it sounded one grand "Amen."
It linked all perplexing meanings
Into an awful mess.
He trembled away in silence,
But he swore he would not confess.
We have seen some crooked playing
But never the beat of that
Which came from a Pinochle player,
And we left him sitting flat.

It may be the rule in Brooklyn
Where there is no law of man;
It may be he will try it here,
You can bet that he will if he can.
But now we have got his number
And we're off his talk for life.
If he pulls that stuff in Chicago
It will sentence him to a wife.

Jack Fraser was called upon by the Chairman and wittily explained the loss of the East in the Baseball Game, closing with a song entitled "The Stars and the Stripes will Float Over Germany Before the Boys Come Home."

The evening closed with another song by the double quartet "Best of Bookfield Days."

BOOKFIELD DAYS

Good-bye to the best of bookfield days,
Good-bye to the best of bookfield days.
A wonderful day with all our pack,
A wonderful night without our "gals,"
We're here to say Adieu to you.
We've had the busiest day of all,
We've won our little game of ball;
Everyone here has done his part
To hold Chicago to his heart;
So Good-bye to the best of fellows,
Farewell to the best of fellows,
Good-bye to the best of bookfield days.

ANNUAL FIELD DAY—*Continued*

NOTES

The entire crowd rose and cheered Uncle Jim McNally to the echo on his arrival for luncheon.

Ed. Brewster made a great spiel to the boys when they posed for the annual group photograph.

Some of the Easteners were so sore over the loss of the ball game that they held out on the luncheon coupons.

Walter Lewis is the most serious soft ball scorer that ever officiated at this Field Day Event.

Billie Edwards revived the ancient Roman Chariot Race to great applause.

The Rainbow Quartet, Messrs. Roe, Littleton, 'Doc' Price and Moseley, enjoyed the shower from the rear porch.

Louis Levy refused to cut the war time price of the Field Day Book. Louis is some one-time price artist.

Theo. Jasper's joyous Ha! Ha! helped to make everybody happy.

The afternoon Song Service in the lower auditorium of the club house was much enjoyed. Three double quartets and a trio and nothing but harmony!

Jack Fraser with his Orkney Island vest and Mike Donohue in his white buckskin pants were a picturesque pair on the links.

After four years out of the prize class Joe Greene pulled a comeback by winning the All Fours Race.

Winning the Potato Race is another page in Jack Mullen's successful career.

Vaughan kicked so hard on losing that Barse called him Beef Vaughan. Oh! these kids.

Johnny Macrae and Benny Benoit were great chums for the day.

Al MacMullen had some trouble with his feet. Wonder what became of the carpet slippers.

Frank Morris came in from an afternoon on the links looking like a five-year-old.

The Field Day Committee, Messrs. Barse, Brewster, Britton, Hill, Reilly and Vaughan, certainly deserve the thanks and appreciation of all the boys for the success of the Annual Field Day.

PROGRAM

9:30 A. M.—

BASEBALL GAME

EAST	vs.	WEST
John R. Fraser	*Manager*	Ralph B. Henry
D. L. Macrae	*Captain*	E. D. Schlamm
A. D. McMullen	*Cheer Leader*	S. H. Darst

12:00 M.—

LUNCHEON

1:15 P. M.—

GROUP PHOTOGRAPH

1:30 P. M.—

GOLF: BLIND BOGEY
Prizes: Two Silver Cups
Committee
M. A. Donohue J. L. Crowder H. P. Burt

1:45 P. M.—

PINOCHLE CONTEST
Free For All. Prize, Cane
Committee
Eugene Sommer F. T. J. Nunan L. M. Levy

2:00 P. M.—

INDOOR-OUTDOOR BALL GAME
Committee
John J. Mullen G. H. Van Vliet J. H. Springer

2:00 to 6:00 P. M.—

BASEBALL TARGET THROWING
Committee
Floyd H. Nourse D. B. Clarkson John R. Stanton

4:00 P. M.—

FAT MEN'S RACE—60 YARDS
(Over 190 pounds) Prize, Cane
Committee
E. T. Sargent A. A. Peters E. H. Dart

4:15 P. M.—

ALL-FOURS RACE
Prize, Belt
Committee
W. S. Lewis W. P. Blessing T. A. Jasper

4:30 P. M.—

SACK RACE
Prize, Cane
Committee
C. A. Johnson E. W. Porter G. R. Bingham

4:45 P. M.—

POTATO RACE
Prize, Belt
Committee
G. W. Littlejohn L. N. Black W. J. Kernohan

5:00 P. M.—

GOLF: APPROACHING AND PUTTING CONTEST
Prize, Silver Cup
Committee
E. C. Ketcham Geo. H. Geer, Jr. Judson B. Morris

5:30 P. M.—

GOLF: PUTTING CONTEST
Prize, Silver Cup
Committee
H. A. Gould James McNally F. H. Revell, Jr.

7:00 P. M.—

DINNER AND AWARDING OF PRIZES
Toastmaster: F. K. Reilly

8:30 P. M.—

CARDS

THE ATTENDANCE

Adams, L. W., Lothrop, Lee & Shepard Co.
Anchor, Con, Reilly & Britton Co.
Archer, Leon B., Raphael Weill & Co., Inc.
Bachmann, Geo. F., Thos. Nelson & Sons.
Baker, H. S., Bobbs-Merrill Co.
Barse, W. J., Barse & Hopkins.
Bates, Frank L., Rust Craft.
Beffel, John N., *Chicago Herald and Examiner.*
Benoit, Clement F., Reilly & Britton Co.
Bingham, Geo. R., Sears, Roebuck & Co.
Black, L. N., The Book Supply Co.
Blessing, J. R., W. A. Wilde Co.
Blessing, W. P., Presbyterian Board of Publication.
Boedeker, E. F., M. A. Donohue & Co.
Brenneman, C. C., Gospel Trumpet Co.
Brewster, E. F., Western Book and Stat'y Co.
Burt, Harry P., A. L. Burt Co.
Chandler, W. H., Western Book & Stat'y Co.
Clarkson, David B., David B. Clarkson Co.
Clarkson, T. F., David B. Clarkson Co.
Coates, P. A., The Howell Co.
Connor, Philip, P. F. Volland Co.
Crowder, J. L., Commission Lines.
Cuthbertson, Thomas, Macmillan Co.
Darst, S. H., Reilly & Britton Co.
Dart, Harry, A. Hamburger & Sons.
Donaldson, P. C., F. J. Drake & Co.
Donohue, M. A., M. A. Donohue & Co.

ANNUAL FIELD DAY—*Continued*

Donohue, W. F., M. A. Donohue & Co.
Drake, H. R., George H. Doran Co.
Duryea, Chas. R., James Pott & Co.
Edwards, G. W., Laird & Lee, Inc.
Edwards, W. M., Cupples & Leon Co.
Feldstein, B., Rothschild & Co.
Finley, F. C., Presbyterian Board of Publication.
Flanagan, Geo. H., Rand, McNally & Co.
Fraser, John R., The John C. Winston Co.
Gaskill, H. M., J. B. Lippincott Co.
Glenney, Wm. P., Dodge Pub. Co.
Goodwin, J. E,. Rand, McNally & Co.
Greene, Joseph F., Little, Brown & Co.
Greer, J., T. Eaton Co.
Gould, H. A., A. C. McClurg & Co.
Hamersley, Wm., M. A. Donohue & Co.
Hanson, Martin A., A. C. McClurg & Co.
Harvey, F. W., Jr., Extension Press.
Hedding, H. A., Jr., Reilly & Britton Co.
Henry, Ralph B., Carson, Pirie, Scott & Co.
Hill, Duke, Montgomery Ward & Co.
Hitchens, B. F., John C. Winston Co.
Hobby, Geo. R., Thos. Y. Crowell Co.
Holland, W. A., Western Book & Stat'y Co.
Howard, F. H., Montgomery Ward & Co.
Howell, F. L., The Howell Co.
Ironsmith, Edward M., Montgomery Ward & Co.
Jasper, Theo. A., A. L. Burt Co.
Johnson, C. A., The Western News Co.
Ketcham, E. C., Grosset & Dunlap.
Lea, Geo. J., Western Book & Stat'y Co.
Lee, W. F., The Reilly & Britton Co.
Levy Louis M., Hurst & Co.
Lewis, Walter S., Presbyterian Board of Publication.
Littlejohn, G. W., Rand, McNally & Co.
Lowrys, W. J., Geo. B. Hurst Co.
Mannberger, Charles, Reilly & Britton Co.
Macrae, D. L., George W. Jacobs & Co.
McKay, Alexander, David McKay.
MacMullen, A. D., Dodge Publishing Co.
McNally, Jas., Rand, McNally & Co.
Metzger, Geo. B., A. C. McClurg & Co.
Mills, J. E., The Gibson Art Co.
Morris, Frank M., Morris Book Shop.
Morris, Judson B., A. C. McClurg & Co.
Moseley, G. F., Chas. S. Clark Co.
Mullen, J. J., Small, Maynard & Co.
Munk, Arnold H., Saalfield Publishing Co.
Nourse, Floyd H., Platt & Nourse Co.
Nunan, F. T. J., Britton Publishing Co.
O'Grady, D. J., Columbian Colortype Co.
Olson, Chas. C., Chicago.
Peters, A. A., Pilgrim Press.
Peterson, P., White & Wyckoff Mfg. Co.
Porter, E. W., E. P. Dutton & Co.
Potasch, P., Raphael Tuck & Sons.
Price, G. V., Harper & Brothers.
Reading, Chas. A., Chicago.
Reilly, F. K., The Reilly & Britton Co.
Revell, F. H., Jr., F. H. Revell Co.
Roe, Chas. M., The Standard Publishing Co.
Saalfield, A. G., Saalfield Publishing Co.
Sapp, Gordon G., Chicago.
Sanford, W. J., W. A. Wilde Co.
Sargent, E. T., A. C. McClurg & Co.
Schlamm, E. D., Boston Store, Chicago.
Scott, W. J., T. Eaton Co.
Shepherd, W. O., J. C. Winston Co.
Spero, Ben, Hurst & Co.
Springer, J. H., Presbyterian Board of Publication.
Stanton, Jno. R., Stanton & Van Vliet Co.
Tracht, Fred H., University of Chicago Press.
Van Vliet, C. H., Stanton & Van Vliet Co.
Vass, E. J., Little, Brown & Co.
Vaughan, L. B., F. J. Drake & Co.
Ward, C. H., American Technical Society.
Whitman, M. A., Whitman Publishing Co.
Youngman, J. M., A. C. McClurg & Co.

LUNCHEON TO MAJOR GEORGE HAVEN PUTNAM

Given by the Publishers' Association of Great Britain and Ireland

On June 6 at the Savoy Hotel, London, a luncheon was given by the Publishers' Association, at which the principal guest was Major George Haven Putnam, who is in England to give addresses on the causes which have brought America into the war. Some seventy members or representatives of firms belonging to the Publishers' Association were present.

The toast of "The King" was given by the President, and Lord Cranwood proposed that of "The President," saying that President Wilson was one of the joint heads of a great race united by one speech, to whose great influence it was so largely owing that a united America was with Great Britain in this war for Christian civilization.

Major Putnam spoke of past and present relations between England and America and in closing said:

"We publishers realize, however, as workers of all kinds are realizing, that to-day we are citizens first, and that our old-time work, professional or other, comes second. We are coming to feel that we are citizens of the world, and that after this war it is to be a larger and wider world, a world in which men will recognize better than ever before their kinship to each other."

RECEIVER FOR THE W. R. JENKINS COMPANY

Charles Kingsley was appointed receiver of the William R. Jenkins Company, New York, by Supreme Court Justice Donnelly, July 15th, in a creditors' action brought in behalf of the Empire Trust Company, in which the Jenkins company joined in the application for a receivership to conserve the assets of the company. The corporation owes the trust company on notes for $16,510 and $847. The petition stated that the corporation is involved to the extent of $89,000, and that its working capital is depleted.

It is said the company has valuable assets which if conserved will reduce the debts greatly, but if litigation ensues as a result of the debts the company will be forced to suspend business.

MAKING GOOD IN WAR TIME

One Source of "Prospects"

A July report from a large public library reports that readers still have orders filed ahead for Gerard's book. There ought to be business in that city for the bookseller displaying "My Four Years in Germany" at 75 cents.

Books Essential in War

Taking three million books from the shelves of the homes of America is certain to react favorably on the book market, says the *Authors' League Bulletin* of the campaigns for books for soldiers. When the shelf is full the reader borrows the new book from the library; when the shelf shows gaps the reader buys more books. The reader, feeling that the book he buys will have an after-value as a gift to the soldiers' library, will buy more freely. If the soldier wants books, the business of writing and publishing books is less a non-essential industry in time of war. The book, like food, bullets, clothing and tobacco, is now shown to be an essential.

Getting Suggestions From Employees

The suggestion system is firmly established to-day as a fundamental principle of business; nor is its value limited to great businesses and large factories. The individual employer with one clerk may develop his business by the same method. This is so obvious that one might take it for granted. But it is just in small businesses that the personal element might come up and negative the results which might otherwise be obtained. The employer may be inefficiently jealous of his own power and authority; the employee may be too satisfied just to work along and draw his salary, whereas both should be working with one and the same object: business.

Factory says, quoting C. R. Hook, vice-president of the American Rolling Mills Co.:

"The most impractical suggestion deserves the most courteous consideration and very great tact, and care should be exercised in turning down a suggestion, in order not to discourage the man and kill his loyalty and initiative ability. No suggestion should be turned down immediately, and every effort should be made to impress the man with the idea that an adverse conclusion had been reached only after very careful consideration on the part of the man in charge."

Mr. Hook described a poor executive and employer:

"He was one of those men who, by his manner of receiving or approaching an employee, put the man on the defensive immediately instead of making him feel at ease, and thereby secure his confidence and co-operation. If a workman came to him with a suggestion, he had the unfortunate faculty of giving the man the impression of hostility to his idea before the poor fellow had a chance to say half a dozen words. He generally started out by saying, "Well, what do you want?" instead of "Good morning, what can I do for you today?"

Chesterton's London Letter

Gilbert K. Chesterton contributes a weekly London letter to the literary supplement of the New York *Sunday Sun* Book Supplement, beginning July 14. These will be of much interest to every bookseller and to the booksellers' better customers.

Happy Endings in Demand

"When everyone was knitting, under dreadful stress, there were few novels read. Now that wool is scarce, and the boys have gone, and there is danger of moths, and the novelty has worn off, fiction again prevails. Most people go to novels for recreation, and they want to be recreated. They don't want their hearts broken. It is in prosperous, happy days that readers go in for tragedy. In these days, a novel should be improbable and gay." —*Newark Public Library.*

Reading Club As Prospect

Are you keeping sight of the possibilities for sales that lie in your town's reading club and literary societies? Some of this reading is planned now. It would be easy to get the program of the club for next winter and tempt your buyers by a side table of best books on the subjects opportunely displayed. A bibliography of new books on the subject in hand could be prepared by a clerk from the publisher's catalogs and Fall announcements and from the Weekly Record of the PUBLISHERS' WEEKLY. If this is typed and sent to the members of the club, sales are sure to result.

Language As a Business Asset

When a school shall be established to give full training for book selling, a course that it will be well to add to the curriculum would be one on book English.

There is no line of preparation that would so improve the salesmanship in the bookstore. In the New York *Evening Post* of July 6th, there was an admirable article on oral English by John Mantle Clapp of the Ronald Press. This article did not approach the subject especially from the point of view of book selling, but the bookseller can well take it to himself.

With a thoro knowledge of literature and current books and a good knowledge of how to talk well, a book salesman is ready for efficient work on the floor. Mr. Clapp suggests for improving our American speech:

Whatever you have to say, wherever you are, watch your listener.

No matter how informally you may be talking, do not mumble. Learn to control the muscles of lips and cheeks and tongue, so that every sound is clear-cut.

No matter how much in earnest you are, or how much in a hurry, don't be noisy. Talk softly, as you do into the telephone, but with clear-cut enunciation.

AMONG THE PUBLISHERS

THE STATE CONSTABULARY of Pennsylvania gets into fiction in Katharine Mayo's new volume of short stories "The Standard Bearers" (Houghton Mifflin & Co.). This troop have been the pioneers in this better method of protecting the countryside.

THE BUREAU OF EDUCATIONAL EXPERIMENTS is issuing thru E. P. Dutton & Co. a volume based on a survey that has been made for them during the past year by Helen Marot. The author has attacked the question of how industrial efficiency is to be secured and maintained after the war without Prussianizing the worker. Miss Marot, as has been announced, is to be one of the new editors of *The Dial.*

OTTO H. KAHN, the New York financier, who was born in Germany and who served in the German army, has this to say in his book, "Right Above Race" (Century) of which a second printing has just been made: "I do not apologize for, nor am I ashamed of, my German birth. But I am ashamed—bitterly and grievously ashamed—of the Germany which stands convicted before the high tribunal of the world's public opinion of having planned and willed war."

THE *Publishers' Circular* says: "Some of our publishers of novels are raising the price to 7s. net, and the only wonder is they have not made them 7s. 6d. net; and yet Messrs. Ward, Lock & Co. are giving novel after novel, on good paper, well got up in every way, in attractive illustrated wrappers and with frontispiece, at 5s. net, in cloth—stories with more words than have sufficed scores of times before the war to make a 6s. net novel."

PROFESSOR WHITEHEAD, who wrote the Page Co.'s business novel "Dawson Black: Retail Merchant," has some interesting ideas on merchandising to weave into his story. "Big business" has figured so largely in fiction that it is well to see the retail atmosphere successfully done.

MESSRS. CONSTABLE are issuing a book on "Eastern Exploration" by Prof. Petrie, which warns us against unscientific digging in the newly conquered districts of Mesopotamia!!!

IF any publisher can write the type of personal advertisements that appear regularly over Grant Richard's signature in the London journals (or can get a publicity man to write them) it would be worth trying in the columns of our literary weeklies. They attract the eye, are most readable, are informing, and undoubtedly would sell books.

THOSE WHO MAKE up the winter plans for little theaters or who have to select plays for school and college work will find interest in "The Little Theater Classics" (Little, Brown & Co.).

THE HUEBSCH LIST is to the front with important books on labor and labor interests; "The Aims of Labour" by Arthur Henderson, M.P., the leader of the labor party and possibly the next Prime Minister, "The Restoration of Trade Union Conditions" by Sidney Webb, the noted British economist, and "How Germany Does Business" by P. P. Gourvitch.

BROUGHT RIGHT up to date, including even trench slang, Edward S. Farrow's "Dictionary of Military Terms," a thin paper volume of 700 pages (Crowell) defines 12,000 words and phrases, describing also equipment and guns.

THERE HAS APPEARED so much rejoicing in the press over the announcement of the "Blue Guides" (Macmillan) which may be possible successors to Baedekers that some publisher may find the inspiration to give us a substitute for "Minerva: Jahrbuch der Gelehrten Welt." Recently a lady in Texas went to her public library for information with regard to a university in her state. The librarian promptly turned to the above German reference book for the information and supplied the needed facts in full. A column in the newspaper relieved the indignant patron's mind but the librarian still has to use "Minerva, Strassburg, 1913," as there is as yet no substitute of American or English origin.

IF A good title and an extremely effective wrapper have any value in producing book sales there should be an excellent demand for "Liberty Recipes" by Amelia Doddridge (Stewart & Kidd Co.). It is uniform with their "Gardenette" and "Corn Book."

A NEW volume of Kipling verse among the fall books will supply one sure leader for the booksellers' displays. Besides a large number of recent war poems and many others not on the war that have attracted attention, there will be a number that have not before been issued.

H. W. BOYNTON in a most interesting article in the N. Y. *Post Book Section* places Joseph Hergesheimer beside Ernest Poole in talent and promise and expresses the opinion that this pair need ask no odds in being compared with such Englishmen as William McFee and Frank Swinnerton.

IN a review of Arnold Bennett's "The Pretty Lady" (Doran), Vincent O'Sullivan says: "The book seems inevitable: one feels that Mr. Bennett could no more help writing it than he could help a fever. It arises out of the war and is so much the best picture of human nature during the war that hardly anything else which has been published is fit to be compared to it."

IN A LARGE DEPARTMENT STORE

INTERESTING figures on the relative activities of various departments of a large store are given in the July 6th number of the *Dry Goods Economist*. The store is described as a well-known Middle Western store, a progressive store doing both charge and cash business and handling the better grade and medium priced goods.

Forty-five departments are listed and the figures show what percentage of the store's entire business was done in each department and what percentage of the entire stock investment each department used.

While the total amount of the store's business is not given, it is stated that the year's sales were very much over five million and a half and the stock proportionately over one million two hundred thousand, those figures being used for specimen calculation. The store did not carry some of the heavy selling lines that often are connected with a department store and this would tend to make the percentages of the other departments higher. Common departments not found were furniture, groceries, pianos, upholstery, wall paper, carpets and rugs, bakery and candy, auto supplies, market, lunch room, pictures, optical goods.

There is a book department which includes also periodicals. It is 39th on the list of departments bringing in 6/10 of 1% of the business and employing 9/10 of 1% of the stock investment. These percentages would of course be of more interest to the book-trade if it knew in what city this store was located.

Suppose this store should be doing as seems indicated as much as $7,000,000 worth of business. The book department would be doing $42,000 worth of business on about $14,000 of merchandise, a turn of twice a year if the gross profit be considered one-third. This would be rather a slow turn for a successful book department, and a slow turn is something that is always watched for in the systematic department store.

The largest department in gross sales is women's suits with 7½% of the store's business, then follows men's clothing, 6 7/10%. Art embroidery is demanded in 3 times the quantity of books, women's gloves 5 times as much, handkerchiefs 1/3 more than books, jewelry over 3 times books, millinery over 9 times as much, women's neckwear over twice, toilet goods nearly 7 times.

The bookseller is not surprised that public demand shall place his department below such essentials as apparel, but he may well be a little perturbed to find in the prosperous store catering to the best clientele that he should have to take a lower place than even the humble handkerchief. Perhaps, as has been said, we are not as yet a book-reading people.

WHO IS YOUR ENEMY?

In bringing the pressure of economic war against our enemy, the Alien Property Custodian needs the help of every citizen. His duties call upon him to take over or sell out German owned industries and to take charge of all enemy property including money, chattels, securities, lands, indebtedness, accounts receivable, etc.

Under this act publishers cannot remit royalties to authors of the Central Powers if they should have such a contract and such an enemy interest would have to be reported to A. Mitchell Palmer, custodian under the act.

"An enemy under the Act is:

"1. Any person regardless of citizenship or place of birth, which is within the boundaries of Germany, Austria-Hungary, or their allies, or within the territory actually occupied by their military or naval forces. A peaceful and law-abiding German or Austrian citizen residing in the United States is not an enemy; but an American citizen living in enemy territory is an enemy.

"2. A person residing outside of the United States and doing business within the territory of enemy countries of their allies.

"3. A corporation, if incorporated within the territory of enemies or their allies, or incorporated in any neutral country and doing business within the territory of enemies or their allies.

"4. An official or agent of an enemy Government or sub-division thereof.

"5. All natives, citizens, or subjects of Germany or Austria-Hungary interned by the War Department.

"6. All citizens or subjects of Germany or Austria-Hungary resident outside of the United States who are (a) wives of officers, officials or agents of Germany or Austria-Hungary, wherever resident; (b) wives of persons within the territory (including that occupied by military and naval forces) of Germany or Austria-Hungary; or (c) wives of persons resident outside the United States and doing business within enemy territory.

"7. Citizens or subjects of Germany or Austria-Hungary who are prisoners of war or who have been or shall be interned by any nation associated with the United States in the war.

"8. Citizens or subjects of Germany or Austria-Hungary who since April 6th, 1917, have disseminated or shall hereafter disseminate propaganda to aid any enemy nation or to injure the cause of the United States, or who have assisted, or who shall assist in plotting against the United States or any nation associated with the United States in the war.

"9. Citizens or subjects of Germany or Austria-Hungary who are included or who shall be included in the "Enemy Trading List" published by the War Trade Board.

"10. Citizens or subjects of Germany or Austria-Hungary who, at any time since August 4th, 1914, have been resident within enemy territory.

"Note.—Numbers 2, 6, 8, 9 and 10 apply only to persons resident outside of the United States."

Three-quarters of a billion dollars worth of property have been reported to the Alien Property Custodian at Washington today, but from investigation thruout the country it is known that there is much more not yet located. Here is where the citizens can render valuable assistance.

Any citizen can help the nation by mailing the Bureau of Investigation, Alien Property Custodian, Washington, D. C., reports or information on enemy owned property. All are shareholders in this great combination trust company, department store, and auction sale, now run by the government, and the larger you swell its holdings the more you will back up the Army and Navy now battling against the Hun.

THE MODERN TRAVELER

"Drummers" they used invariably to be called, says the *Manchester* (N. H.) *Union*, but that was before they arrived at the degree of business dignity which now characterizes them. In those days one could spot a drummer as far as one could see him. He blew into town with the air of one who was monarch of all he surveyed—and usually he was, in a way. He brought with him the latest and choicest stock of commercial samples and subterranean stories, and he made his bid for orders for the former by regaling the merchant and his cronies with the latter. He carried good cigars, which he distributed with a lavish hand. Sometimes he bent his elbow in the company of other convivial fellows, and drank toasts which he would not have liked his wife and daughters to hear. He wore sporty clothes, and feminine charmers were as susceptible to him as he was to them—which was some susceptible. He knew everybody, from Fifth Avenue to Wayback Four Corners. On the trains he was apt to talk rather loudly—when he was not exchanging wireless messages with some demure but more or less sophisticated fellow-passenger of the opposite sex.

But, as Kipling says, that's all flung behind him, long ago and far away. Today, as you observe the trains and the streets and the busy marts of trade, you can't tell a drummer from a lawyer, a schoolmaster, a newspaper man or a minister. He comes into town like a man with a single, serious purpose in mind, and that to sell goods. He sells them and is on his way to the next town for the same serious purpose.

He is a stranger to the aproned individual behind the glass-laden bar. His clothes are quiet—even noiseless—but good. Not all the charms of Cleopatra, Helen of Troy, and the Queen of Sheba, combined, can divert his attention from his business when he is away from home, and he has only one home and only one wife, to which and to whom he is devoted. The days of Sunday poker are long past; the drummer may have known them, but the traveling salesman does not. The chances are, at least, even that he belongs to the Gideons, and that he actually reads the Bible which that band of worthy traveling salesmen has placed in his room at the hotel; and on Sunday he goes to church or remains quietly at home, reading about baseball and the war.

In his line, as in every other, modern competition has tended to weed out the frivolous and the unreliable. Generally speaking, only those who are in earnest, and whose minds are on their business, remain. He and his comrades are as big-hearted, as genial and as happy as ever in the days of old. No more loyal bunch exists on the face of the earth—loyal in friendship, loyal to employers, loyal to country. It may be that their air is increasingly that of business dignity—but perhaps that is why the public consents to abjure the shorter term "drummers" and refers to them gravely as "traveling salesmen."

THE NEW SCHOOL BOOK LIST

The School-Book list now being prepared for the Educational Number of the PUBLISHERS' WEEKLY (July 27) will be rearranged in a single alphabet instead of having certain classes of books in separate alphabet, the plan adopted last year. A strong preference for the return to a single alphabet having been expressed, this form will accordingly be adopted. The compilation of the list shows an unusual number of price changes due to the rising cost of book manufacturing. For instance one of the four leading educational publishers has upward of fourteen hundred changes, including eliminations and new titles, while another of the more important houses sends in upward of four hundred changes. Obviously the new list will be of the utmost importance to booksellers who have any considerable dealings with schools. As usual copies of the Educational List, printed separately with the dealer's name and address on cover, can be had at moderate cost. Orders for imprint lots should be sent in not later than July 28th, as the list is printed only for advanced orders.

THE NEW PSYCHOLOGY

I have no doubt that every automobilist is overcome at times by a high-flavored curiosity to know who lives in the many imposing country homes that are passed when touring, says Philip Goodman in the *N. Y. Eve. Sun.*

For example, let us take the house that is situated on a hill unshielded by trees or foliage. This owner, it will be found, is a woollen merchant with offices in Fourth avenue. He is very short, very fat and very bald. On Sundays (just as you are passing) he is reclining in a hammock reading the *Dry Goods Economist.*

The new Elizabethan house, perfectly situated amid sixty gloriously cultivated acres with a Pierce-Arrow limousine at the door, is owned by the president of a Motion Picture Company.

Facing the road in stiff dignity is an old but well kept house of the Victorian era. There is no one on the lawn. There is no one at the windows. The shades are scrupulously adjusted to a uniform length. The owner is a maiden lady of past 50 who inherited the property from her father, a respected lottery magnate. Her favorite book is *Cranford* by Mrs. Gaskell.

Across the road is a little cottage, shabby and ill-appearing, with lawn unkempt and children poorly dressed and barefoot. The owner is sitting on the porch. His house-jacket is old and out at the elbows. He looks underfed. He is reading a manuscript. He is a publisher.

PAPER

Government Action

The Government has taken the lead in economizing in paper. The Joint Committee on Printing has directed the Public Printer to discontinue the printing of publications that are not essential to the work of the Government during the war; to use the lightest weight and lowest grade paper possible; and to sell as waste paper several hundred thousand useless publications.

Using waste paper to relieve paper shortage has been in effect in England for some time. The country has been scoured in search of paper.

On July 15, the U. S. economy order for newspapers went into effect.

On July 29 the Federal Trade Commission will reopen the print paper price case as the 3.10 price was fixed before the War Labor Board awarded increased wages to employees of paper mills. The Commission has been asked to take cognizance of this increase.

Questionnaire For Paper Economy

On account of the increased shortage of material, the question of the supply of paper is becoming acute and it is absolutely necessary that the use of paper be economized to the greatest possible extent, writes Thomas E. Donnelly, Chief of the Paper Section, War Industries Board at Washington.

A conference of publishers of representative periodicals here in Washington has made the following suggestions to the Pulp and Paper Section, War Industries Board, of methods of accomplishing a preliminary economy in the use of paper. The following questionnaire is sent to all publishers of periodicals and the suggestions will be made effective unless substantial reasons are immediately presented that it is impossible to comply.

Questionnaire for Periodical Publications

The following recommendations have been made for economy in the use of book paper:

1. Subscriptions should be cut off at date of expiration.
2. All exchanges and free copies should be discontinued.
3. Only one free copy to each advertising agency and to each current advertiser.
4. The discontinuance of the practice of sending copies to newspapers and other publications for publicity or in exchange for advertising or for any other reason except payment in cash.
5. The discontinuance of sending sample copies to the public except to prospective subscribers and limited to 1 per cent of circulation.
6. The discontinuance of exceedingly low or nominal subscription prices.
7. The discontinuance of the practice of selling subscriptions in combinations with other periodicals at a combined price of less than 75 per cent of the published subscription price of each.
8. Careful restriction of over-runs which are printed for files, office copies, etc.
9. The discontinuance of the practice of giving other than imperfect copies to employees.
10. The most careful scrutiny of press room wastes. We suggest the preparation by the Paper Conservation Committee of Publishers of a table of standard wastes for different types of presses and paper.
11. The elimination of canvasser's copies to one copy per issue to agents who have sent subscription business within one month. No other copy to be given other agents except that one copy may be given to each new agent upon actual employment.
12. The discontinuance of all circulation guarantees to advertisers.
13. The reduction of the weight of paper as speedily as may be accomplished to the lowest possible limit; this limit in the case of inside stock, other than color inserts requiring heavier stock for mechanical reasons, to be not over 25x38—50 for super, 25x38—45 for machine finish and 25x38—40 for news.
14. The procuring of paper and all other materials from the nearest available source of supply.
15. Consideration should be given to the possibility of reducing the size of type and more sparing use of leads to save pages.
16. The reduction of page margins to the narrowest limit consistent with the present printing equipment or with the present equipment modified by such minor changes as gripper alterations.
17. The Committee being conscious of the existence of wasteful practices in newsstand distributions, and realizing that the cutting off of all returns would not only work great hardship among publishers, but would actually put out of business great numbers of the 50,000 newsdealers and other sales agents thruout the country, and realizing that there should be some adjustment to the new conditions, make the following recommendations:

That of the total number of copies issued for sale by news agencies, newsdealers, and all other selling agents, no publisher accept a greater total return of unsold copies than 10 per cent directly, or indirectly, or in any way whatsoever, effective Sept. 1, 1918.

What other economies do you suggest?

DREISER'S "THE GENIUS"

Two years ago the New York Society for the Suppression of Vice warned John Lane Co. to withdraw Theodore Dreiser's "The Genius" from circulation as being both lewd and profane. A year ago last March the John Lane Co. and Mr. Dreiser brought the matter before the Appellate Division of the New York State Supreme Court.

The parties to the suit got the case before the Appellate Division as a submitted controversy, under which the case went to the Appellate Division in the first instance. The controversy between the author and publisher was that the author deemed the book proper for general sale, and the publisher, having been warned by the New York Society for the Suppression of Vice that the book was improper, withdrew it from sale under threats of prosecution.

In dismissing the case because the court is "of the opinion that the submission does not present a proper question for determination," Presiding Justice Clarke referred to an opinion of the United States Circuit Court of Appeals refusing to decide on a demurrer before the trial of a man charged with mailing an improper book whether the matter in the book was improper. Justice Clarke said that whether a publication was objectionable was a question of fact, to be decided as such in the proper manner and not by the court as a matter of law.

CHANGES OF PRICE

Dealers should carefully record the changes announced in this column from week to week.

OXFORD UNIVERSITY PRESS (AMERICAN BRANCH)

Oxford Concise Dict. (Fowler), cloth, now net $2.75.
Oxford Concise Dict. thin cloth, now net..... 4.00
Oxford Concise Dict. half morocco, now net.. 4.50
Oxford Concise Dict. full mor. limp, now net.. 5.00
Oxford Concise Dict. India velvet calf, now net 6.75

THE PAGE CO.

Hale—The Man Without a Country, School ed., Interpreted by Thomas Tapper, Litt. D. From 50c. net to 60c. net.

BRITISH AUTHORS

The committee of management of the Incorporated Society of Authors, Playwrights and Composers (England), along with their other business a short time ago, discussed American piracy. "The secretary," reports *The Author,* "was instructed to obtain further information and to lay the matter before the next meeting."

"The extreme difficulties surrounding legal action in the United States" were also considered.

H. G. Wells put forward a proposal "dealing with the possibility and desirability of bringing in at the right moment a short Act dealing with the power of the author to transfer his copyright."

POSTAL ZONE RATES

On July 12, Charles Johnson Post, director of the publishers' advisory board, and Jesse H. Neal, of the Associated Business Papers, Inc., made the final appeal to the Ways and Means Committee to suspend the zone system of second class postage rates, urging the adoption of a flat-rate of 2 cents a pound, or any other flat rate that would apply equally to all publications and not discriminate against those of nation-wide circulation. Mr. Neal's argument was based on the necessity of national advertising, which, he said, was especially necessary now to take the place of traveling salesmen.

On July 11, in San Francisco, the Associated Advertising Club of the World adopted resolutions protesting against the postal zone system.

TRADE ASSOCIATIONS

San Francisco Bay Counties Booksellers Meet

In the course of an address to the members of the Booksellers' Association at their last meeting at Hotel Oakland, L. Ehrlich, Professor of Political Science at the University of California, warned the members of the San Francisco Bay Counties Booksellers' Association against selling books tainted with German propaganda. Prof. Ehrlich volunteered to prepare a list of worth-while books on the Slav countries for the use of booksellers. His offer was accepted.

Among the guests were Lieut. Milutin Krunich, author of "Serbia Crucified," who spoke of the little nation's gallant struggle against overwhelming odds, and Fred Emerson Brooks and Charles Keeler, who gave selections from their work.

OBITUARY

WILIAM F. AUSTIN, who died in New York on July 13th, was connected with the old publishing house of Thomas Whittaker, Inc., for nearly forty years as accountant. He was widely known to many in the trade who appreciated his unfailing fund of cheeriness and his untiring devotion to business. Six years ago he retired owing to a stroke of paralysis. He was in his seventy-fifth year.

PERSONAL NOTES

MR. LYMAN B. STURGIS, for many years with the Macmillan Co., and more recently of the firm of Sturgis and Walton, has joined the staff of The Century Co., and began his duties with them on July 1st. Mr. Sturgis will be connected with the sales department and will start shortly on a business trip thru the Middle West.

PERIODICAL NOTES

THE *Atlantic Monthly* COMPANY has taken over the management of *The Living Age,* a reprint of the leading foreign periodical literature, and the oldest weekly magazine in America, as it was established in 1844 and has been run continuously since that time.

BUSINESS NOTES

NEW HAVEN, CONN.—The rumor regarding the extension of the business of E. P. Judd Co. to take in another store is incorrect. They have taken another lease of their present premises for a five-year term from August, 1919.

KEY WEST, FLA.—The Key West News Co. has been succeeded by N. H. Phillips.

OKLAHOMA CITY, OKLA.—The Parkhurst Book Co. has been succeeded by Parlette-Wiggen Co.

WASHINGTON, PA.—The Ward Printing Co. has recently opened a book department.

WILMINGTON, DEL.—The American Army Association has been incorporated to publish and issue the *American Army Gazette,* cap., $550,000.

AUCTION SALES

JULY 26 AT 2:30 P. M. (One session.) Catalog: Books on art, prints, china, furniture, paintings, etc., and a general library comprising many practical, scarce and useful books. (No. 97; 317 lots.)—*Walpole Galleries.*

SOME idea of the volume of the past auction season may be gained from the statement that more than $1,500,000 was paid by collectors for old books and early manuscripts and others not antique but prized nevertheless for literary associations.

The season has been unique in setting records and in giving a boom to certain authors. Judged by auction sales, the American authors ranked as follows: O. Henry, first; Mark Twain, second, and James Whitcomb Riley, third.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.) Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.

Abernethy, Arth. Talmage, D.D. Centershots at sin; a series of evangelistic sermons; introd. by J. Wilbur Chapman. Cin., Standard Pub. [c. '18] 294 p. D $1.50

Adams, S: Hopkins. Little Miss Grouch; a narrative based upon the private log of Alexander Forsyth Smith's maiden transatlantic voyage; with il. by R. M. Crosby. N. Y., Grosset & Dunlap. c. '14-'15 206 p. pls. D (Popular copyrights) 65 c.

Aiken, Charlotte R. Millinery department. N. Y., Ronald Press. c. 19+175 p. il. 12° (Merchandise manuals) $1.50

Alarcon, Pedro Antonio de. The three-cornered hat; tr. from the Spanish by Jacob S. Fassett, jr. N. Y., A. A. Knopf. c. 208 p. D $1.25 n.

Translation of Spanish novel "El Sombrero des Tres Picos" published in 1874.

Allen, J: Robins, and Walker, J. H. Heating and ventilation. N. Y., McGraw-Hill. 10+305 p. il. tabs. diagrs. 8° $3

Andersen, Hans Christian. Fairy tales; il. by Dugald Stewart Walker. N. Y., G. Sully. [c. '14] 267 p. col. pls. sq. O $1.50 n.

Formerly published by Doubleday, Page & Co.

Barclay, Mrs. Florence Louisa Charlesworth. The following of the star; a romance. N. Y., Grosset & Dunlap. [c. '11] 7+426 p. col. front. D (Popular copyrights) 65 c.

Barnum, Vance. Joe Strong, the boy wizard; or, the mysteries of magic exposed. N. Y., G: Sully. [c. '16] 4+218 p. front. D 50 c.

Formerly published by Hearst's International Lib. Co.

Bartlett, F: Orin. The Wall Street girl; with il. by G: Ellis Wolfe. N. Y., Grosset & Dunlap. [c. '15-'16] 333 p. front. D (Popular copyrights) 65 c.

Bashford, Bp. Ja. Whitford. Oregon missions. N. Y. and Cin., Abingdon Press. c. 306 p. 12° $1.25 n.

Bellows, Maj. H: Adams. Manual for local defense. N. Y., Macmillan. c. 152 p. il. pls. figs. T $1 n.

Explains principles underlying organization and tactical work of all types of local defense units, and suggests applications.

Bottome, Phyllis. The dark tower; with il. by J. H. Gardner Soper. N. Y., Grosset & Dunlap. [c. '16] 378 p. pls. D (Popular copyrights) 65 c.

Bowers, Edn. F:, M.D. Alcohol; its influence on mind and body. N. Y., Grosset & Dunlap. [c. '16] 7+207 p. D (Handbooks of health) 50 c.

Bathing for health; a simple way to physical fitness. [N. Y., Grosset & Dunlap.] [c. '17] 143 p. D (Handbooks of health) 50 c.

Brawley, B: Griffith. Your negro neighbor. N. Y., Macmillan. c. 100 p. por. S bds. 60 c. n.

History of the negro in America and discussion of his place in society.

Brown, Mrs. Grace Mann. Think right for health and success. [N. Y., Grosset & Dunlap] [c. '15] 6+184 p. D (Handbooks of health) 50 c.

Browning, Mrs. Eliz. Barrett. Complete poetical works; with an introd. combining biography and appreciation by Lilian Whiting. 2 v. N. Y., T. Nelson & Sons. 632; 637 p. fronts. por. S (Nelson's new century lib.) leath. ea. $1.15; ed. de luxe ea. $1.50 bxd.

Burrell, D: Ja., D.D. The laughter of God; and other sermons (expository). N. Y. and Chic., Revell. c. '18 125 p. D $1.25 n.

Sermons by pastor of Marble Collegiate Church, New York.

Burton, Marg. Ernestine. Women workers of the Orient. West Medford, Mass., United Study of Foreign Missions, Central Comm. c. 240 p. il. pls. pors. 12° 50 c.; pap. 35 c.

Cameron, J: Stanley. Ten months in a German raider; a prisoner of war aboard the *Wolf*. N. Y., Doran. [c. '18] 178 p. il. pls. D $1.25 n.

Master of an American bark tells the story of his adventure on the German raider, *Wolf*, and on the prize ship, *Igotz Mendi*.

Carr, Annie Roe. Nan Sherwood at Pine Camp; or, the old lumberman's secret. N. Y., G. Sully. [c. '16] 246 p. il. pls. D 75 c.

Cattaruzzi, Humbert [Al. Williams, pseud.]. How to out-think your opponent; or T N tactics for close-in fighting; vital points for officers and men in going "over the top." San Francisco, J. J. Newbegin. c. no paging pls. por. S bds. $1

Tactics for hand-to-hand fighting, explained and illustrated. Author is instructor in wrestling, Olympic Club, San Francisco.

Churchill, Winston. A traveller in war-time;

with an essay on the American contribution and the democratic idea. N. Y., Macmillan. c. 172 p. il. pls. D $1.25 n.
Novelist's account of England and France in wartime. Describes famous battlefields, distinguished people with whom he conversed and spirit of the times.

Coulter, J: Merle, and Coulter, Merle C. Plant genetics. Chic., Univ. of Chic. c. '18 9+214 p. figs. D $1.50 n.
Authors are head of department of botany and instructor in plant genetics, University of Chicago.

Curtin, Dan. T: The land of deepening shadow; Germany-at-war. N. Y., Grosset & Dunlap. [c. '17] 337 p. D (Popular copyrights) 65 c.

Davenport, Charlotte C. A round-the-world jingle, by il. by Harold Field Kellogg, from photographs by Shepherd Stevens and others. Bost., T. Todd Co. c. 152 p. il. pls. 8° $1.50

Davenport, Spencer. The Rushton boys at Rally Hall; or, great days in school and out. N. Y., G. Sully. [c. '16] 244 p. il. pls. D 75 c.
Formerly published by Hearst's International Lib. Co.

Dickinson, May Bliss. Children well and happy; a manual for the Girls' Health League; pub. under the auspices of the Massachusetts State Federation of Women's Clubs. Bost., L. Phillips. [c. '18] 115 p. il. S bds. 60 c. n.
To give school girls definite help in learning how to keep themselves and other children well and happy.

Dixhuit, pseud. Safety at the front; for officers, N. C.'s and men of all arms; ed. by L. O. Thayer. American ed. N. Y., G. U. Harvey. [c. '18] 129 p. T (Harvey military ser.) $1
Suggestions for reducing the number of casualties. Author has been three years on the western front.

Driscoll, Ja. R., pseud. Brighton boys in the submarine fleet. Phil., Winston. c. 256 p. il. pls. 12° 50 c.

Duffield, Eliz. M. Lucile on the heights; il. by Thelma Gooch. N. Y., G. Sully. [c. '18] 301 p. D $1 n.
Lucile and the other members of her Camp Fire Group spend a summer in the mountains and meet with a variety of adventures.

E., J. S. Spiritual pastels; heart talks and meditations. N. Y., Devin-Adair. [c. '18] 12+140 p. il. D $1.35
Roman Catholic meditations.

Evans, Lawton Bryan. First lessons in American history. Bost., B. H. Sanborn. 10+292 p. il. maps 12° 70 c.

Farrow, E: S: A dictionary of military terms. N. Y., Crowell. [c. '18] 682 p. il. S $2.50 n.
12,000 definitions of military words and phrases, ancient and modern, including slang terms, French phrases, and trench lingo. Author was formerly instructor of tactics, West Point.

Feldman, W. M. The Jewish child; its history, folklore, biology and sociology; with an introd. by Ja. Crichton-Brown. N. Y., Bloch Pub. [n. d.] 480 p. il. pls. 8° $4

Fiske, Bp. C: The experiment of faith; a plea for reality in religion. N. Y. and Chic., Revell. [c. '18] 256 p. D $1.25 n.
Declares faith to be the consent of the whole man, to a belief in God as revealed in Jesus Christ.

Flagg, Mary Houts-. Stories of the great music masters for children. Kansas City, Mo., Burton Pub. '17 176 p. il. 12° 75 c.

Folwell, Amory Prescott. Sewerage; the designing, construction and maintenance of sewerage systems. 8th ed., rewritten. N. Y., Wiley. 12+43 p. il. figs. 8° $3 n.

Gall, Alice Crew. Mother McGrew series. 5 v.: Mother McGrew and Kate Kangaroo; Mother McGrew and Tommy Turkey; Mother McGrew and Caroline Crow; Mother McGrew and Cordelia Clam; Mother McGrew and Susanna Snail. N. Y., Cupples & L. c. 24 p. col. il. 12° bds. ea. 35 c.

Garis, Howard Roger. Curlytops ser. 4 v. Curlytops at Cherry Farm; Curlytops on Star Island; Curlytops snowed in; Curlytops at Uncle Frank's ranch. N. Y., Cupples & L. c. 256 p. il. pls. ea. 50 c.

Gerard, Ja. Watson. My four years in Germany; il. with numerous photographic reproductions of scenes and documents. N. Y., Grosset & Dunlap. [c. '17] 309 p. pls. facsms. D (Popular copyrights) 75 c.

Ginorio, José González. Manual del maestro; método racional para enseñar a leer y escribir el castellano simultáneamente. N. Y., Heath. c. 116 p. il. (part col.) 12° 60 c.

Glyn, Elinor Sutherland [Mrs. Clayton Glyn]. The career of Katherine Bush; il. by Edmund Frederick. [N. Y., Grosset & Dunlap] '16 c. 392 p. pls. D (Popular copyrights) 65 c.

Goldsmith, Milton [Astra Cielo, pseud.]. Signs, omens and superstitions. N. Y., G. Sully. [c. '18] 7+159 p. D 75 c. n.
Reviews subject of superstition without condemnation, and explains the data and their origin wherever possible.

Good (The) soldier; a selection of soldiers' letters, 1914-1918; with comment by N. P. Dawson. N. Y., Macmillan. c. 10+117 p. S $1.25 n.
Home letters from soldiers of different nationalities and types with brief descriptive comment. Includes Coningsby Dawson, André Cornet-Auquier, Alan Seeger, Victor Chapman, Donald Hankey, and other less known.

Goodyear, Lloyd Earnest. Principles, rules and definitions for bookkeeping. 6th ed., rev. Cedar Rapids, Ia., Goodyear-Marshall Pub. [c. '13-'18] 6+232 p. D (American bookkeeping ser.) 60 c. n.

Gray, L: Herb., ed. The mythology of all races. In 13 v. v. 3, Celtic by J: Arnott Macculloch; Slavic by Jan Machal. Bost., M. Jones. c. 10+398 p. (32½ p. bibl.) il. pls. col. front. O $6

Greve, Clifford. The militant God [drama]. Kansas City, Mo., Burton Pub. c. 90 p. 12° $1

Hammond, C. S., & Co. Hammond's indexed pocket atlas of the United States. N. Y., Hammond. c. 160 p. maps 24° 50 c.

Hayward, C: Brian. How to become a wireless operator; a practical presentation of the theory of electrical waves, their propagation, and their adaptation to wireless communication, including simple and clear instructions how to operate wireless devices and how to comply with government requirements for operators. Chic., American Technical Soc. c. 298 p. il. diagrs. 8° $1.50 n.

Herby, Nels Jensen. Ishmael, and other essays in verse. Oakland, Cal., De Witt & Snelling. '17 41 p. 16° bds. 50 c.

Holcomb, W: Hartley. Poems of patriotism. Los Angeles, Cal., Commercial Printing Ho. 88 p. 12° $1

Hool, G: Alb., and others. Concrete engineers' handbook; data for the design and construction of plain and reinforced concrete structures. N. Y., McGraw-Hill. 23+885 p. il. diagrs. (1 fold.) 8° $5

Howard, W: Lee, M. D. Breathe and be well. [N. Y., Grosset & Dunlap.] [c. '16] 6+150 p. D (Handbooks of health) 50 c.

How to live long. [N. Y., Grosset & Dunlap.] [c. '16] 8+210 p. D (Handbooks of health) 50 c.

How to rest; food for tired nerves and weary bodies. [N. Y., Grosset & Dunlap] [c. '17] 12+170 p. D (Handbooks of health) 50 c.

Hutchinson, Elsie Lillian. House furnishings department. N. Y., Ronald Press. c. 19+229 p. il. 12° (Merchandise manuals) $1.50

Johnston, J: T: Morris. World patriots. N. Y., World Patriots Co. [489 Fifth Ave.] c. '17 319 p. 8° $1.50 n.

Keefer, Fk. R., M.D. Text-book of elementary military hygiene and sanitation. 2d ed., reset. Phil., Saunders. [c. '14-'18] 340 p. il. figs. O $1.75 n.

Kennard, Beulah Elfreth. The educational director. N. Y., Ronald Press. c. 15+207 p. il. (Merchandise manuals) $1.50

Lawrence, Mary V. Tingley. A diplomat's helpmate; how Rose F. Foote, wife of the first U. S. minister and envoy extraordinary to Korea, served her country in the Far East. San Francisco, H. S. Crocker [565-571 Market St.]. [c. '18] 50 p. il. pls. pors. O bds. $1

Account of life and service of Rose F. Foote, wife of first American minister to Korea.

Lee, Alb. E. At his country's call; a tale of the great war; il. by J: F. Campbell. N. Y. and Chic., Revell. [c. '18] 285 p. pls. D $1.25 n.

Boys' adventure story of the war.

Lehmann, Mary A. Glassware department. N. Y., Ronald Press. c. 15+161 p. il. 12° (Merchandise manuals) $1.50

Lewis, W: Dodge. Grammar to use. Phil., Winston. c. 221 p. 12° 72 c. n.

Lewis, Wyndham. Tarr. N. Y., A. A. Knopf. c. 379 p. D $1.75 n.

Delineation of the character of two men, an Englishman and a German, and of two women, a German and a Russian against the background of the Latin Quarter. Tarr, a man of genius, has been engaged to German Bertha, but he cannot resign himself to marriage until an emotional and sensual German, Kreisler, compromises her. By this time, however, he loves a Russian girl with whom he continues to live.

Lincoln, Abraham. Abraham Lincoln's don'ts; selected and arranged by Wayne Whipple. Phil., Altemus. c. 96 p. 24° 50 c.

Locke, W: J. The rough road. N. Y., J: Lane. [c. '17-'18] 346 p. D $1.50 n.

James Marmaduke Trevor gained the name of "Doggie" in childhood because of his toy Pom. upbringing. The outbreak of the war found him an aesthetic, lady-like English gentleman engaged to his cousin Peggy. At Peggy's instigation he applied for a commission, but was dropped for incompetence. Stung with his disgrace, he enlisted in the ranks and learned to fight to find his soul. Story follows the development of "Doggie" into a man and soldier, his comradeship with the Tommies and his love for Jeanne, a fine-natured French girl of the middle class.

Lorenzini, Carlo [C: Collodi, pseud.]. Pinocchio; the adventures of a puppet; ed. by Mary E. Burt; from an original tr. by A: G. Caprani. N. Y., G. Sully. [c. '09] 20+241 p. il. col. pls. D $1 n.

Formerly published by Sherman, French & Co.

Mabie, Hamilton Wright, ed. Fairy tales every child should know; il. and decorated by Mary Hamilton Frye. N. Y., G. Sully. [c. '05-'15] 5+266 p. col. pls. sq. O $1.50 n.

Formerly published by Doubleday, Page & Co.

Marson, Percival. Glass and glass manufacture. N. Y., Pitman. 127 p. il. pls. 12° (Pitman's common commodities of commerce) 85 c.

Miller, Eug. The origin of our planetary system. Topeka, Kan., Crane & Co. c. 90 p. 12° 50 c.

Miller, Gurdon Ransom. Social insurance in the United States. Chic., McClurg. c. 10+136 p. (3 p. bibl.) D (National social science ser.) 60 c.

Aims to give the everyday man a view of the new social requirements that face us in America.

Moore, Forris Jewett. A history of chemistry. N. Y., McGraw-Hill. 292 p. il. 12° (International chemical ser.) $2.50

Muir, Ramsay i. e. John Ramsay Bryce. Hammond's new historical atlas for students. [2d ed.] N. Y., Hammond. [n. d.] 177 p. il. pls. maps 8° $4 n. leath. $5 n.

Newton, F: Edn., and Lynde, Lester E: Exercises in plane geometry; with syllabus and definitions; designed for the second reading of the subject. [Andover, Mass.] The authors. [c. '05-'18] 86 p. D 75 c.

Norris, Kathleen Thompson [Mrs. C: Gilman Norris]. The heart of Rachael; front. [in col.] by C: E. Chambers. N. Y., Grosset & Dunlap. [c. '16] 408 p. D (Popular copyrights) 65 c.

Orcutt, Philip Dana. The white road of mystery; the notebook of an American ambulancier. N. Y., J: Lane. c. 173 p. il. pls. D $1.25 n.

Detached impressions of scenes and records of events which occurred while author was awaiting his loads of wounded to be taken to the hospitals.

Otto, W: Naill. Commercial English; for secondary schools. Cedar Rapids, Ia., Goodyear-Marshall Pub. c. 8+213 p. il. D 88 c.

Parry, Ernest J: Gums and resins. N. Y., Pitman. 106 p. il. 12° (Pitman's common commodities of commerce) 85 c.

Philipson, D: The Jew in English fiction. [4th ed., enl.] N. Y., Bloch Pub. [n. d.] 224 p. 12° $1

Phillips, Wa. Shelley. The sandman: his Indian stories. Bost., Page Co. c. 292 p. il. 12° (Sandman ser.) $1.50 n.

Pickenbach, Harry E: Deutschland über Ireland; and other poems. West Orange, N. J. [The author] 14 p. pl. 8° 25 c.

Pitman, Sir I: . Key to shorthand rapid course. Centenary ed. N. Y., Pitman. 126 p. il. 16° 75 c.

Poe, Edgar Allan. Poems and tales; ed. by Harry Gilbert Paul. N. Y., Heath. c. 16+216 p. 12° 68 c.

Pound, Ezra Loomis. Pavannes and divisions. N. Y., A. A. Knopf. c. 262 p. por. O $2.50 n.

Collection of author's prose works of past six years. Includes translations, criticisms, essays and poem, "L'Homme Moyen Sensuel."

Prentice, Sartell. The cloud. N. Y., Dutton. [c. '18] 70 p. D bds. 50 c.

Essay on America and the war.

Price, I: Questions in elementary algebra for drill, test and review. N. Y., Hinds, Hayden & Eldredge. c. 143 p. 12° (Progressive ser. regents question and answer books) 45 c.

Replogle & Garrett. Replogle & Garrett's handy egg tables; for instantly finding the worth of eggs. [Holton, Kan., The author] [c. '18] no paging front. S $1

Ritter, W: Emerson. War, science and civilization. Bost., Badger. [c. '15] 125 p. D (Studies in sociology) $1.25 n.

Formerly published by Sherman, French & Co.

Ryan, Marah Ellis Martin [Mrs. S. Erwin Ryan; Ellis Martin, pseud.]. The bondwoman. N. Y., Grosset & Dunlap. [c. '99] 403 p. D (Popular copyrights) 65 c.

A flower of France. [N. Y., Grosset & Dunlap] [c. '94] 327 p. D (Popular copyrights) 65 c.

That girl Montana. N. Y., Grosset & Dunlap. c. '01 357 p. D (Popular copyrights) 65 c.

Told in the hills; a novel. N. Y., Grosset & Dunlap. [c. '91-'05] 362 p. il. col. p's. D (Popular copyrights) 65 c.

Rudd, Dan. Arth., and Bond, Theophilus. From slavery to wealth; the life of Scott Bond; the rewards of honesty, industry, economy and perseverance; with preface by J. C. Napier. Madison, Ark., Journal Pr. 383 p. il. pls. pors. 8° $2.50 n.

Silent (The) voice; first series. [New ed.] N. Y., Dutton. '17 7+54 p. S bds. 60 c.

Slattery, Marg. The second line of defense; a plea for the men and women of to-morrow. N. Y. and Chic., Revell. [c. '18] 192 p. D $1 n.

Plea to parents, business-men, teachers and church-men in behalf of the youth of to-day who must be fitted for tasks of to-morrow.

Smith, J: Franklin. Our neighborhood. Phil., Winston. c. 262 p. il. 12° 85 c. n.

Smith, Wilfrid Rob. [Platinum Bill, pseud.] The rape of the Belgians; or, the reincarnation of Romulus after 2,500 years; with explanatory sketch of ancient Roman history; also new war songs and other poems. Myrtle Point, Or., Southern Coos County Am. Presses. c. 79 p. T pap. 50 c.

Snelling, Wa. E: Income tax and supertax practice. N. Y., Pitman. '17 444 p. 8° $4.50

Stelzle, Rev. C: Why prohibition? N. Y., Doran. [c. '18] 310 p. il. col. pls. O $1.50 n.

Study of economic aspects of the liquor problem.

Tarkington, Booth i. e. Newton Booth. Penrod and Sam; il. by Worth Brehm. N. Y., Grosset & Dunlap. [c. '16] 356 p. il. pls. D (Popular copyrights) 65 c.

Thompson, Eliza B. The silk department. N. Y., Ronald Press. c. 20+224 p. il. 12° (Merchandise manuals) $1.50

Traill, Florence. Meanings of music. Bost., Badger. [c. '18] 92 p. D bds. $1 n.

Partial contents: Music in a psychological light; The purposes of music; Grillparzer and Purcell; The resources of the music-lover.

Waterman, Amy L. A little candy book for a little girl. Bost., Page Co. c. 144 p. (Little cook book for a little girl ser.) 75 c. n.

Watson, Bruce Mervellon, and White, C: E. Modern primary arithmetic. N. Y., Heath. 8+252 p. 12° 44 c.

Watson, Egbert Pomeroy. How to run engines and boilers; with a new section on water tube boilers. N. Y., Spon & C. [n. d.] 165 p. il. pls. 12° $1 n.

White, Stewart E: The leopard woman; il. by W. H. D. Koerner. [N. Y., Grosset & Dunlap] '16 c. 6+313 p. D (Popular copyrights) 65 c.

Wilson, Huntington. The peril of hifalutin. N. Y., Duffield. c. 263 p. D $1.50 n.

Discussion of our national problems. Impresses the danger of ulta-conservatism, wild radicalism, and unsound idealism. Author was formerly assistant secretary of state.

Winslow, Clara Vostroosky. Our little Finnish cousin. Bost., Page Co. c. 98 p. 12° (Our little cousin ser.) 60 c.

Zanerian (The) manual of alphabets and engrossing; an instructor in round hand, lettering, engrossing, designing, pen and brush art, etc. Columbus, O., Zaner & Bloser [118 N. High St.]. c. 136 p. il. Q bds. $2

Ziegler, S: Horning. Our community; good citizenship in towns and cities. Phil., Winston. c. 240 p. il. 12° 90 c. n.

The Publishers' Weekly

Subscription Rates.

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Single copies, 10 *cents.* Educational Number, *in leatherette,* 50 *cents,* Christmas Bookshelf, 25 *cents.*

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Higher rates are charged for the Summer Reading, Educational Number *and* Christmas Bookshelf, *and for the monthly* Book Review *supplement sections.*

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of **"BOOKS WANTED"** *and* **"BOOKS FOR SALE"** *book-trade subscribers are given under their own names five nonpareil lines (exclusive of address) free advertising for specified books, not more than one title to the line, in any issue except special numbers, but not exceeding one hundred lines a year, a maximum of fifty lines under "Books Wanted" and fifty lines under "Books for Sale," and if over five lines are sent for either department in only one issue, or fifty lines for each department within the calendar year, the excess is at ten cents a line. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.*

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Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Rider Press, Inc., 241 W. 37th St., New York. "Edition printers to publishers." Printers of the PUBLISHERS' WEEKLY and specialists on catalog and bibliographical work. Let us estimate for you.

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Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., $5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

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Medical Books and Periodicals, American and Foreign, New and Old. Paul B. Hoeber, 67-69 East 59th Street, New York.

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American Code Company, Inc., 81-83 Fulton St., New York

Commercial Nomenclature, 1897, English, Spanish, Portuguese.

The American News Co., 9 Park Place, New York.

Story of Dogs, Gask, Crowell.
In Nature's School, Gask, Crowell.

Am. Type Founders' Library, Jersey City, N. J.

Ortelius Theatrum Terrarum, folio, printed by Pantin, Antwerp, 1592. This book disappeared from a truck while in transit from the Custom House to our office. We will reimburse the present possessor for outlays of all kinds.

Amherst College Library, Amherst, Mass.

Collier's Weekly, Sept. 22, 1917.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

Wonder World, must be as new, state binding and condition, cash with order.

"Back Number" Williams, Danvers, Mass.

St. Nicholas, Dec., 1900, 2 copies; Jan., 1901, July, 1901.

William M. Bains, 1213-15 Market St., Philadelphia.

Crumbull, Complete History Connecticut, pub. Utley, New London.

G. A. Baker & Co., 7 East 45th St., New York.

Derrecagaix, Modern War, 3 vols., or map vol. only.

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Magazine of Antique Fire Arms, any or all issues from no. 1, vol. 1.

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Hearne's Two Years in French West Indies.
Mason's Basketry.
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Old Prints of City of Cleveland.
Toussaint, Langenscheidt Spanish Unterrichtsbriefe.
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London Lamps, Burke.
On Heights of Himalay, Von der Naillen.
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Water Meters, Browne.
Night of Right, Gladstone.
Verse and Worse, Haggard.
Guest's History of English Rythms, ed. by W. W. Skeat, latest ed.
Astronomy for Everybody, Newcombe.
Semmes, Service Afloat.
Real Charlotte, Somerville & Ross.
Historical Tales, Chas. MacFarlan.
A Glance at Revolutionary Italy, 1848.

Brentano's—Continued.

Turkey, Its Destiny, Chas. MacFarlan.
Pheasants and Covert Shooting, Maxwell.
Bacon's Wisdom of the Ancients.
Fullerton, Problems of Power.
Caesar Franck, D'Indy.
Life of Peter Hich, Tchaikowsky.
Story of Mohonk, A. & A. Smiley.
One Day.
Journal of Marie Bashkirtseff.
Biography of Thos. J. Jackson, Dabney.
Child's History of England, Kipling & Fletcher.
Harness Making Work Handbook, Hasluck.
Elkind's Origins of the War.
Miller, Upper Currents.
Teasdale's Love Songs, 1st ed.
Culture by Conversation, Waters.
On the Lake of Lucerne, Whitby.
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Twelve Years in a Monastery, McCabe.
Life of Pope Leo 13th, O'Reilly.
Thumb-nail Sketches, C. Haddon Chambers.
The Sun Maid, Miss Grant.
Pageant of London, Davey, 2 vols.
The Hunchback of Notre Dame, trans. by J. Carroll Beckwith, N. Y.
Astoria, W. Irving, Hudson ed.
Salmagundi, W. Irving, Hudson ed.
Memoirs of Johannes Schenck, B. P. L. Schenck, Flatbush L. I., 1876.
Conover Family, Charles H. Conover, Martin & Allerdyce, Frankford, Phila., Pa.
Ancestry and Descendants of Rev. Mr. Schenck, compiled by A. D. Schenck, U. S. A., Rufus & Darby, Washington.
The Works of Charles Belmont Davis, in 1st eds.
Molly Bawn, The Duchess, good copy.
Under 14 Flags, Roland D. Haig, McLeod, Harper.
Old Fires and Profitable Ghosts, Quiller-Couch.
Catherine Sforza, Sylvester Stone.
Mr. Isaacs, F. Marion Crawford.

Albert Britnell, 263-265 Yonge St., Toronto, Can. [Cash.]

Morris, Sketch of Pennsylvania Co. for Insurance on Lives and Granting Annuities, Lippincott, Phila.

Brooklyn Museum, Eastern P'kway, Brooklyn, N. Y.

Science, vol. 43, no. 1100.
Century Magazine, November, 1907.

Brown Book Shop, Carroll St., Madison, Wis.

Great Speeches, by Great Lawyers.
Veder's Legal Masterpieces.
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Bryant & Douglas Book & Sta. Co., Kansas City, Mo.

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Hichens, Barbary Sheep.

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Hazeltine, Law of the Air, London, 1911.
Morey, Outlines of Roman Law, 1906.
Scott, Trading with the Enemy, 2d ed., London, 1914.
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Rivier, Principes du Droit Gens, 2d ed., Paris, 1896.
Little Mexican Land Mortgages and Trust Deeds, 1910.
Guild, Police Administration, 1909.
Iowa Session Laws, 1917.
Institute du Droit Internationale (Anniare), 26 vols. and index, Paris, 1877-1913.
Campbell, Trading with the Enemy, 1916.
German Civil Code, trans. by Gage & Waters, 1917.

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Oppenheim, International Law, 2d ed., 1912.
Dahlgren, Maritime Law, 1877.
Winthrop, Military Law, 2d ed., 1896.
Lowndes, Marine Insurance, 1885.
Holland's Prize Law, 1880.
Fearne On Remainders, Philadelphia, 1845.
Internal Revenue Decisions, vols. 5, 11, 12, 13, 14 and 15.
United States Court of Claims Reports, vols. 8-21 incl., and 24, 25, 26 and 27.

Cadmus Book Shop, 133 W. 33d St., New York.

Joly, Japanese Legendary Art.
Margrave, The Mahatma, a Passion Play.
Margrave, Program of a New Passion Play performed in Los Angeles, Cal., 1909.

Campion & Co., 1316 Walnut St., Philadelphia, Pa.

Dumas, Works, 60 vols., cloth, pub. Little Brown & Co., Limited ed.
Impressions of Japanese Architecture, Cram.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Dickens, Pickwick Papers, Globe ed., ½ yellow calf.
O'Rell, Her Royal Highness Woman.
Fasquelle's Esprit de la Conversation Francaise.
Any Life of Rev. George Whitefield.

Central Book Co., 93 Nassau St., New York.

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Idaho Territorial Laws, 4th, 5th and 7th Sessions.

Chamberlin & Shropshire, 39-45 Cannon St., Bridgeport, Conn.

Few Remarks, Simeon Ford.

George M. Chandler, 75 E. Van Buren St., Chicago.

Erasmus, Praise of Folly.
Le Rosignol, State Socialism in New Zealand.
Oxford, History of Music, 6 vols.
Strauss, Life of Jesus.
Catlin, Indian Portfolio, 31 plates.
Catlin, Indian Portfolio, 25 plates.
Book of Knowledge, 20 vols.
Stobart, The Grandeur That Was Rome.
Dimsdale, Vigilantes of Montana, 1st ed., 1866.
Godey's Lady Book, 1831.
Seidlitz, History of Japanese Colour Prints.
Burton, El Medinah and Mecca, 3 vols., 1st ed., 1855.
Hamilton, Jefferson, Franklin, Clay, Federal eds.
Burton's Anatomy, Shilleto's ed., 3 vols., 8vo.
Huntley, "T. K.," Great Psychological Crime.
Kipling, Outward Bound ed., 26 vols., binding, set.
Lewis & Clark, Coues ed., vol. 4, index and maps.
Mark Twain, Royal ed., vol. 19.
Mark Twain, Hillcrest ed., 25 vols.
Metternich, Memoirs, 5 vols, Scribner.
Morris, Howard the Halt, Saga Library.
Pennell's Whistler, 2 vols.
Phillips, Historical Character of Napoleon.
Ross, Alex., Fur Hunters of the Far West, 2 vols., 1855.
Shelley, Moxon ed., 4 vols.
Stevenson, Thistle ed., 27 vols.
Stoddard, R. H., Poetical Works, nice copy only.
Strange, Japanese Illustrations.
Wallace, Life of Francis Place.
Churchill, Richard Carvel, 1st ed., good copy only.
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Berstein, Evolutionary Socialism.
Liebknecht, Socialism, What Is It?
Richter, Pictures of a Socialistic Future.
Giffen, Progress of the Working Classes.
Hyndman, Socialism and Slavery.
Wilson, Menace of Socialism.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Hutchings' California Magazine, April and July, 1858; Feb., Mar., April, July and Dec., 1859; May and Nov., 1860; Jan., Feb. and Aug., 1861; April, May, June and July, 1862; and numbers 75 to the end.
Lee, New Jersey as a Colony and a State.
Moore, Notes on the History of Slavery in Massachusetts.
Stephens, Compendium of the History of the U. S.
Stanley, Classified Synopsis of Painters of Dutch and Flemish Schools.

The John C. Clark Co.—Continued.

Anderson & Spiers, Architecture of Greece and Rome.
Century Dictionary, 1911 ed.
Goodhue, Book of Architectural Drawings.
Industrial Arts Index, 1913 to 1918.
Sturgis, Dictionary of Architecture.
Thorpe, Dictionary of Applied Chemistry.
Lippincott's New Gazetteer.
Crafts, The Southern Rebellion.
Scharf, St. Louis, City and County.
Ford, History of Cincinnati.
Johnson, History of Cuyahoga County, Ohio.
Slocum, History of the Maumee River Basin.

Colonial Society, Box 343, Richmond, Va. [Cash.]

Brown, The Cabells and Their Kin.
Confederate Navy, books and prints.
Fithian's Journal.
Gregg, Commerce of the Prairies or odd vols.
Southern Hist. Soc. Papers, lots.
Va. Maga. of Hist. and Biog., lots.
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Columbus Book Exchange, 10 E. Chestnut St., Columbus, O.

Hasluck, Wood Carving.

Conder's Bookstore, 114 E. 59th St., New York.

Memoirs of Princess Mathilde Bonaparte.
A Fair Conspirator.
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Sharpe's Coventry Mysteries.
Odericus Vitalis, 4 vols., Bohn.
Roger of Wendover, Bohn, 2 vols.
Henderson's Hist. Doc. Middle Ages, Bohn.
Henry of Huntingdon's Hist. of English, Bohn.
Lappenberg's Saxon Kings, 2 vols., Bohn.
Giraldus Cambrensis, History, Bohn.
Rawlinson's Herodotus, 4 vols., Scribner, 1875.
Muret-Sanders' German Dictionary, 4to ed.
Encyc. Brit., Cambridge ed., Suede.
Bourne's Hist. of Public School Society.

Cox Book Co., 47 W. 125th St., New York.

Bell's Standard Elocution.
A Struggle for Rome, 3 vols., Felix Dahn.
Olster, Cotton.

Davis' Bookstore, 36 Vesey St., New York.

Ballou, Treasury of Thought.
Books on Hair Dyes.

Deseret News Book Store, 6 Main St., Salt Lake City, Utah.

Day, Ornament, Its Application.
Jones, Grammar of Ornament.

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Van Tuyl's Complete Business Arithmetic with Answers, 15 copies.
Miller's Eng. Comp., 1, 2, 3 and 4, 50 copies.

DeWitt & Snelling, 1609 Telegraph Ave., Oakland, Cal.

Ragnarok, Donnely.
Bulletin 107, U. S. Bureau of Chemistry.
Schouler's U. S., vol. 7 only.
Letters from a Living Dead Man.
Corey's Ancient Fragments.
Landing Force and Small Arms Practice.
Mudge, Memoir Cyrus Shepard, N. Y., 1848.
Peyton, Adventures of My Grandfather, London, 1867.
Robertson, Oregon, Our Right and Title, Wash., 1846.
Rogers, Communication Relative to the Location of the U. P. R. R. Across the Rocky Mts., Central City, 1867.
San Zavier del Bac, Brief Sketch of, Tuscon or S. F., 1880.
Sedgeley, Overland to California, Oakland, 1877.
Shea, History of the Catholic Missions, N. Y., 1855.
Shaw, Across the Plains in '49, Farmland, Ind., 1896.
Sibley, Indian Expedition, Winona, 1864.
Strong, Cathlamet, Portland, 1906.
Terry, Report Military Expedition Against Sioux, Wash., 1876.
Tierney, History Gold Discoveries South Platte, Pacific City, 1859.
Triggs, History of Laramie City, Laramie, 1875.

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T. C. Allen & Co., 124 Granville St., Halifax, N. S.

Course in Mathematics for Engineering Students, 2 vols., pub. Mass. Institute of Technology.

American Code Company, Inc., 81-83 Fulton St., New York

Commercial Nomenclature, 1897, English, Spanish, Portuguese.

The American News Co., 9 Park Place, New York.

Story of Dogs, Gask, Crowell.
In Nature's School, Gask, Crowell.

Am. Type Founders' Library, Jersey City, N. J.

Ortelius Theatrum Terrarum, folio, printed by Pantin, Antwerp, 1592. This book disappeared from a truck while in transit from the Custom House to our office. We will reimburse the present possessor for outlays of all kinds.

Amherst College Library, Amherst, Mass.

Collier's Weekly, Sept. 22, 1917.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

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"Back Number" Williams, Danvers, Mass.

St. Nicholas, Dec., 1900, 2 copies; Jan., 1901, July, 1901.

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Crumbull, Complete History Connecticut, pub. Utley, New London.

G. A. Baker & Co., 7 East 45th St., New York.

Derrecagaix, Modern War, 3 vols., or map vol. only.

H. C. Barnhart, 35 W. Market St., York, Pa. [Cash.]

Tom Burke o' Ours, Lever.
Magazine of Antique Fire Arms, any or all issues from no. 1, vol. 1.

Wm. H. Beers, Box 144, Mamaroneck, N. Y.

Philistine Mag., set, 41 vols.; run, vol. 1 on; odd early vols. or nos.; last years, 1908-15, run, odd vols. or nos. All sheets must be perfect.

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Dreiser, Genius.

The Book House, 17 North State St., Chicago, Ill.

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Brentano's, Fifth Ave. and 27th St., New York.

Hearne's Two Years in French West Indies.
Mason's Basketry.
Dunant, A Souvenir of Solferin.
Old Prints of City of Cleveland.
Toussaint, Langenscheidt Spanish Unterrichtsbriefe.
Harmonics of Evolution.
Great Work.
Great Psychological Crime.
A Queen at Bay.
London Lamps, Burke.
On Heights of Himalay, Von der Naillen.
In the Sanctuary, Von der Naillen.
Jevons, Theory of Political Economy.
Toy Dog, Malloch.
Democracy After the War, Hobson.
Water Meters, Browne.
Night of Right, Gladstone.
Verse and Worse, Haggard.
Guest's History of English Rythms, ed. by W. W. Skeat, latest ed.
Astronomy for Everybody, Newcombe.
Semmes, Service Afloat.
Real Charlotte, Somerville & Ross.
Historical Tales, Chas. MacFarlan.
A Glance at Revolutionary Italy, 1848.

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Turkey, Its Destiny, Chas. MacFarlan.
Pheasants and Covert Shooting, Maxwell.
Bacon's Wisdom of the Ancients.
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Caesar Franck, D'Indy.
Life of Peter Hich, Tchaikowsky.
Story of Mohonk, A. & A. Smiley.
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Journal of Marie Bashkirtseff.
Biography of Thos. J. Jackson, Dabney.
Child's History of England, Kipling & Fletcher.
Harness Making Work Handbook, Hasluck.
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On the Lake of Lucerne, Whitby.
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Social and Political Problem, Frederick Harrison.
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Life of Henry W. Grady.
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Life of John Boyle O'Reilly, Roche.
Afield with the Seasons, Buckham.
Roots of Reality, Box.
Nearing Social Religion.
Twelve Years in a Monastery, McCabe.
Life of Pope Leo 13th, O'Reilly.
Thumb-nail Sketches, C. Haddon Chambers.
The Sun Maid, Miss Grant.
Pageant of London, Davey, 2 vols.
The Hunchback of Notre Dame, trans. by J. Carroll Beckwith, N. Y.
Astoria, W. Irving, Hudson ed.
Salmagundi, W. Irving, Hudson ed.
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Adair's Indians, London, 1775.
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P. J. Kenedy & Sons, 44 Barclay St., New York.

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